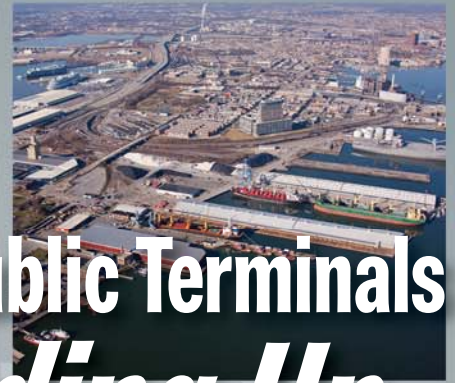


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PUBLISHER

Media Two

The Custom Communications Division of Today Media

1014 W. 36th St., Baltimore, MD 21211
410-828-0120 | Fax: 410-825-1002
www.mediatwo.com

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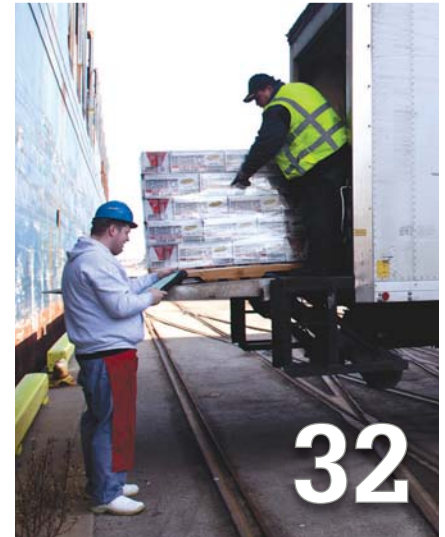
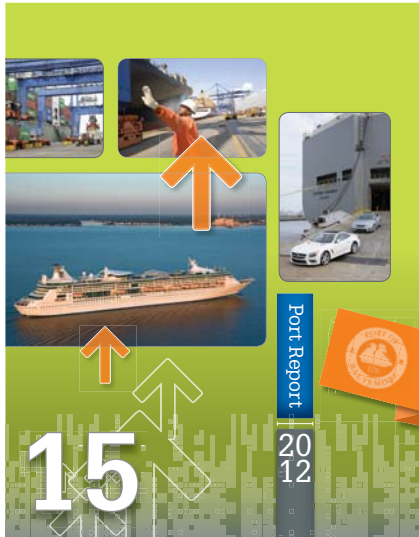
New Wharf and Cranes Are in Full Operation



Baltimore's Seagirt Marine Terminal

Ports America Chesapeake's 50-foot draft berth and four super-post-Panamax cranes are fully operational and ready to handle the largest vessels.

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CONTENTS

January/February

FEATURES

- 15** Port Report
New Records Are Set In Several Key Areas
- 24** Security System
'One-Stop Shop' Handles Terminal Access Issues
- 28** Cranes Operational
Seagirt Berth IV Ready To Handle Largest Ships
- 30** Bulking Up
Westway Remains Busy Receiving Bulk Liquids
- 32** Speedy Supplies
R.S. Stern 'Never Says No' To Chandler Challenges
- 36** Ship Ownership
CSAV Builds Fleet With Acquisition Plan

DEPARTMENTS

- 6** Soundings
Autos / Events / Newsmakers
Outreach /Shipping
- 10** GreenPort
Zero Emissions for MOL Ship
While Berthed
- 16** Executive View
Good News Regarding 2012 Numbers
- 38** Port Person
Meet the Six Port Commissioners
- 43** Maiden Voyages
Baltimore Welcomes
First-Time Vessels
- 44** Port View
Iron Ore Arrives in 1951

COVER: Public terminals at the Port of Baltimore worked at a record-setting pace in 2012. Photography by Bill McAllen and Jeff Sauers. Photo Illustration by Darby Lassiter.

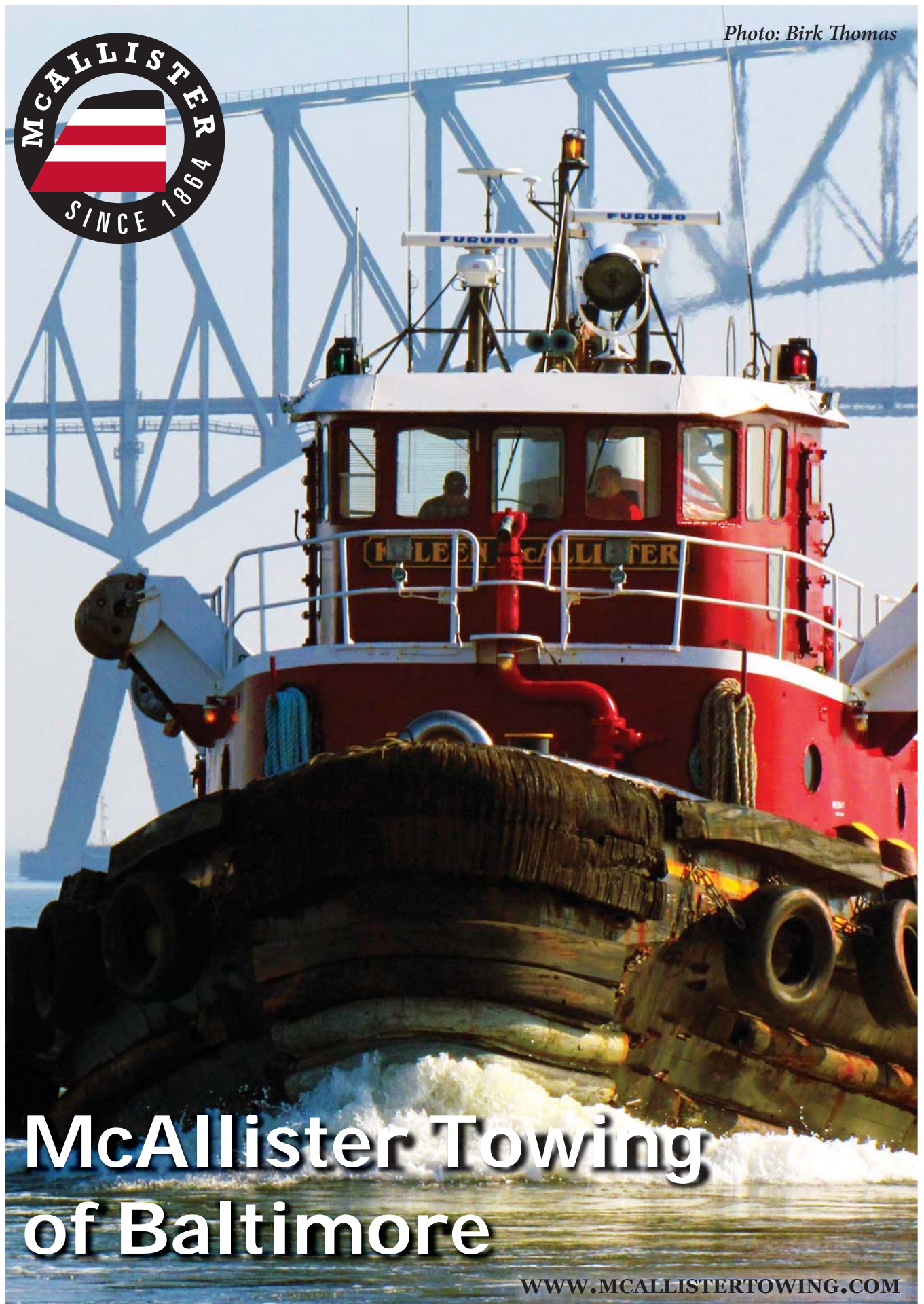


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The latest news about the Port of Baltimore can be found on Twitter. Users should go online to twitter.com/portofbalt.

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SOUNDINGS

The happenings in and around the Port > > > > > > > > >

EVENTS

DEC Meeting Covers Port's Recent Cargo Successes and Key Issues for Future

Judging by the turnout at a recent event inside Baltimore's City Hall, the continued success of the Port of Baltimore is one hot topic.

With a theme of "Preparing for the Next Generation of Shipping Through the Port," the \$25-a-head meet-and-greet drew 150 guests — three times more than originally anticipated by the Maryland/Washington D.C. District Export Council (DEC) as plans were finalized for this inaugural get-together, according to Treasurer Dennis "Doc" Noah.

Calling the gathering "a timely opportunity to tell people in Baltimore, 'Look what's in your backyard,'" Noah added, "We're very proud of our Port. It's over 300 years old, it's super-post-Panamax-ready, it's a wonderful asset for the city."

The all-volunteer Maryland/Washington D.C. DEC consists of local business leaders that participate in trade promotion activities with a particular focus on assisting small- and medium-sized exporters. Sponsors of January's event were SunTrust Bank and Bentley World Packaging.

The first two speakers — former U.S. Rep. Helen Delich Bentley and

Maryland Port Administration (MPA) Deputy Executive Director M. Kathleen Broadwater — both touted Baltimore's 2012 cargo successes and also stressed the importance of funding for continued dredging operations. As Broadwater put it, "to be prepared for the future" any navigational channel leading to the Port must be "competitive in its dimensions and adequately maintained." To that end, the MPA is actively participating in working groups at the national level and advocating for the full use of the Harbor Maintenance Trust Fund for dredging operations. The Port "has a face in Washington, D.C., and a place at the table," Broadwater said.

MPA Director of Marketing Richard Powers reviewed positive numbers for "key commodities" such as automobiles, roll-on/roll-off (ro/ro), containers and the cruise industry. He also spoke directly to DEC members in the standing-room-only crowd when he said, "It is truly amazing what is being made in the United States. We have a lot of business at the Port of Baltimore that is going out as export."

Capt. Kevin Keifer, U.S. Coast Guard Sector Baltimore Commander,

addressed the Panama Canal expansion project scheduled to be completed in 2015. Keifer said the Coast Guard is concentrating on increasing its container and vessel inspection staff to handle the expected business boom at Baltimore's Seagirt Marine Terminal.

Next to step to the podium, Ports America Chesapeake President and CEO Mark Montgomery described the public-private partnership that has resulted in Seagirt now having a 50-foot container berth and four super-post-Panamax cranes at the ready. (The fourth crane was just being endurance-tested later in the same week as the DEC event.) Anticipating an "exciting future" in Baltimore, Montgomery commended the Port's "physical assets and motivated workforce." He also added a plug for ongoing dredging efforts. "It's important to keep those super-highways of the waterways clear," he said.

John Redding, The Belts Corporation Senior Vice President, concluded the evening with an explanation of the Maritime Industrial Zoning Overlay District (MIZOD) — a key component to ensure that maritime-related companies are insulated from non-industrial development and can count on unimpeded transportation access. "If we didn't have the land, we wouldn't have the Port," Redding noted. 🌐



BLAISE WILLIG

A standing-room-only crowd inside Baltimore's City Hall heard speeches from Capt. Kevin Kiefer, U.S. Coast Guard Sector Baltimore Commander, and Maryland Port Administration Deputy Executive Director M. Kathleen Broadwater, among others.


AUTOS

Mercedes-Benz VPC Reaches Record in 2012

The Mercedes-Benz Vehicle Processing Center (VPC) at the Port of Baltimore reported a record number of automobiles handled in 2012. The total of 141,455 processed vehicles, which surpassed the previous record of 120,944 in 2011, included more than 95,000 Mercedes-Benz autos and 44,000 BMW autos.

The Maryland Port Administration (MPA) and Mercedes-Benz



signed a 20-year contract in 2004 to bring vehicles through Baltimore, where the VPC handles nearly half of the Mercedes-Benz vehicles that arrive in the United States. The Port's mid-Atlantic location is ideal to serve one of the largest American consumer markets, said Ted Boudalis, Strategic VPC Operations Manager for Mercedes-Benz USA. He also noted that members of the team at the Baltimore VPC are regularly deployed to the company's Regional Learning and Performance Center in Montvale, NJ, to receive the latest diagnostic, technical, mechanical and bodywork training. "Our focus is on providing the highest level of customer experience," Boudalis said. "From the processors' perspective, that means taking every step possible to ensure that we are shipping the best vehicle you can get." 

SHIPPING


SC Line Starts Calling On Baltimore

SC Line, a Panama-based company that transports roll-on/roll-off (ro/ro) and project cargo to Central and South America, has added Baltimore as a port of call.

"SC Line's call into Baltimore will have much success due to their fast vessels and great service," said Ricardo L. Schiappacasse, Maryland Port Administration Trade Development. "They have a very experienced management team who always makes quality their first priority."

The company, which began shipping trucks between Mexican and Peruvian ports in 2006, quickly expanded to the Colombian market and began moving North American-manufactured trucks. Today it calls on more than 16 ports in more than a dozen countries.

SC Line operates five ships, including two state-of-the-art vessels built within the last three years, the *Strait of Gibraltar* and *Strait of Dover*. Ignasi Sola Matas, Director of Marketing, noted that SC Line is changing its fleet over to Pure Car and Truck Carriers with a capacity for 2,000 cars and 200 trucks on each vessel.

SC Line handles an average of 1,000 trucks a month, calling on major ports in Central and South America. The *Strait of Gibraltar* was the first of its ships to visit Baltimore late last year. (See the Maiden Voyage announcement on page 43.) 




BILL MCALLEN

NEWSMAKERS

Chenowith Stepping Down at T. Parker Host

Expressing "mixed emotions" regarding his decision, David Chenowith announced that he is "stepping down" as President of T. Parker Host, Inc., effective March 1. Chenowith has spent 35 years in the maritime industry.

"My 14 years serving at T. Parker Host in various roles has been the best of my maritime career, allowing me to grow along with the organization from two offices to 14 different office locations," Chenowith said in a letter circulated through the Baltimore Maritime Exchange. Though he and wife Kim are taking advantage of an opportunity "to pursue the next chapter in our lives at a slower pace as we both ease into retirement," Chenowith added that he will continue his employment in the Host Organization, "serving in a business development role" while splitting time between Baltimore and his new home in North Carolina. 



EVENTS

State of the Ports Discussed During **WINE-TASTING**

The 23rd Embassy Wine Tasting & State of the Ports Event, hosted by the World Trade Center Institute (WTIC) together with co-host sponsor Duane Morris, was held in November at the World Trade Center Baltimore. Along with mingling and sampling premium international wines, more than 200 of Maryland's top business leaders gained insight into numerous economic conditions and trends around the state and throughout the world. Acting Maryland Transportation Secretary Darrell B. Mobley discussed the region's transportation industries.

Among the many participating companies and organizations were Ports America Chesapeake, Bahri, Ellicott Dredges, Cruise Maryland and the Mediterranean Shipping Company. 🌐

TRADE FAIR Forges Strong Ties to Federal Agencies

The Baltimore Brokers and Forwarders Association, together with the Maryland Port Administration, held an inaugural Port of Baltimore Federal Agency Trade Fair Day in January.

In each of two sessions, representatives of various federal agencies introduced themselves and then interacted with attendees. About 60 members of the Port community were on hand.

Invited federal agencies included U.S. Customs & Border Protection; U.S. Food & Drug Administration; U.S. Coast Guard; U.S. Department of Agriculture; U.S. Fish & Wildlife; EPA; Consumer Product Safety; U. S. Department of Justice; U. S. Department of Tobacco, Alcohol and Firearms; and Foreign Trade Zone representatives. 🌐

Traffic Club Prepares for **CENTENNIAL CELEBRATION**

Four leaders in the local transportation industry will be honored during the Traffic Club of Baltimore's 100th Annual Dinner Celebration. The four "Transportation Persons of the Year" are James J. White, Executive Director, Maryland Port Administration; Paul Kelly, Vice President, A&S Service Group, Intermodal Division and Past Chairman, Maryland Motor Truck Association; the Hon. Helen Delich Bentley, former U.S. Representative and Past Chairwoman, Federal Maritime Commission; and Mark Montgomery, President & CEO, Ports America Chesapeake, LLC.

The semi-formal dinner celebration is scheduled for March 7 at Martin's West in Baltimore. A reception begins at 5:30 p.m., with dinner at 6:45 p.m. Tickets are \$90 per person or \$850 for a table of 10. For reservations, contact Sue Monaghan, Baltimore International Warehouse Corp., at 410-633-3500 or sue@biwt.com.

The evening's entertainment will consist of a casino night and prize giveaways, as well as music courtesy of the Mood Swings Big Band and the Jim Stewart Jazz Trio. 🌐

BULL AND OYSTER ROAST A Big Success

The Baltimore Port Alliance (BPA) Bull and Oyster Roast, held in January at the Baltimore Museum of Industry, was a sell-out. The annual event drew 370 guests, with proceeds benefiting the BPA, a nonprofit group made up of representatives from the maritime community and industries.

The event garnered 20 Admiral-level sponsors, which each received a free table, and five Captain-level sponsors, which received two free tickets. The Admiral sponsors were: The Association of Maryland Pilots; Baltimore Maritime Exchange; BalTerm LLC; Chesapeake Bay Piers-CSX Transportation; Cianbro Corporation; EcoLogix Group, Inc.; Gahagan & Bryant Associates, Inc.; Hoegh Autoliners, Inc.; International Longshoremen's Association Local 953; Maryland Environmental Service; Maryland Maritime, Inc.; Maryland Port Administration; Moran Baltimore; Ports America Chesapeake; Rukert Terminals Corporation; Securitas Security Services; Suntrust Bank; T. Parker Host; Wallenius Wilhelmsen Logistics; and Whitney Bailey Cox & Magnani. The Captain sponsors were: Bata Marine, Ceres Marine Terminals, Maryland Line Handling, McAllister Towing and the Steamship Trade Association of Baltimore. 🌐

OUTREACH

Port Community Fills Trailer For Hurricane Relief

The Port of Baltimore community participated in filling a 48-foot trailer with household items as part of December's relief effort to aid victims of Hurricane Sandy.

The effort was led by the Baltimore Port Alliance (BPA). O.S.T. Trucking provided the trailer and Ports America Chesapeake arranged for donation sites on Broening Highway and at the Towson United Methodist Church. For the Broening Highway collection site, the Association of Maryland Pilots provided a tent.

The trailer was two-thirds full of brand-new household and personal items when a driver from O.S.T. headed north to New York. Volunteers from an organization called Hands Across the Americas also made donations and connected the BPA with the Tunnel to Towers

Foundation Relief Center in Staten Island.

"The victims in Staten Island were very grateful for the shipment, but even more appreciative that nearly all of the items donated were new," said the Maryland Port Administration's Katrina Jones, who serves on the Education and Outreach Committee of the BPA. "Included in the delivery were new blankets, bed linens, towels, toaster ovens, space heaters, air mattresses, irons, paper products, toiletries and other miscellaneous items."

Among other Port-related businesses getting involved in their own Hurricane Sandy relief efforts, Samuel Shapiro & Company Inc., a customs broker and

international freight forwarder headquartered in Baltimore, made a donation on behalf of each of its customers (in lieu of holiday gifts) to City Harvest in New York City. City Harvest collects high-quality surplus food and redistributes it to nearly 600 community food programs. 🌐



COURTESY OF MPA

Christmas at Sea Brings Holiday Cheer to Those Far From Home

The Baltimore International Seafarer's Center collected more than 1,100 shoe boxes for its Christmas at Sea program. The gift-wrapped boxes were filled with oft-used items such as toiletries, playing cards, pens, gloves, hats and socks. The shoeboxes were distributed to crews on more than 50 ships at the Port of Baltimore. The items were collected by local churches, groups and individuals, many of whom make gathering the items an annual tradition. 🌐

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COURTESY OF MITSUI O.S.K. LINES

MOL Emerald Ace Takes Sunny Approach to Zero Emissions

The *Emerald Ace* recently called on Baltimore carrying a cargo of automobiles and giving Port personnel their first look at an exciting new technology that results in zero emissions while the ship is berthed.

Built for Mitsui O.S.K. Lines (MOL) by Mitsubishi Heavy Industries Ltd., the car carrier is equipped with a hybrid-power supply system that uses solar panels to charge lithium-ion batteries while the ship is at sea. The hybrid ship then uses this power while berthed, allowing the

diesel generating system to be completely shut off. Conventional ships use diesel-powered generators to supply electricity on board while the ship is docked.

Solar panels installed on the vessel's deck are built of double-sided glass and are extremely durable, designed to hold up to both wind and salt. Some 768 panels provide 160kW of electricity.

The electricity is stored in 320,000 lithium batteries, which are also used in personal computers and other applications. The batteries store some 2.2 MWh of

electricity, enough to power about 200 standard homes. MOL jointly developed the system with Mitsubishi Heavy Industries and the Energy Company of Panasonic Group.

The 199-meter-long *Emerald Ace* can carry 6,400 cars and has been sailing since June 2012. The hybrid ship is part of MOL's Senpaku ISHIN project, the company's concept for next-generation vessels. This groundbreaking initiative aims to protect the environment in a substantive way by reducing CO₂ emissions using feasible technologies. 🌍

Flocking to SWAN CREEK

Thanks to wetlands developed at Swan Creek — next to the Cox Creek dredged material containment facility — some 220 species of birds have been spotted in the vicinity.

The 11-acre mitigated wetlands area, which includes both freshwater and saltwater sections, is part of 126 acres of preserved land at Swan Creek. The land adjoins some 115 acres of upland industrial area.

That this type of environment attracts birds — and bird watchers — isn't surprising. What is surprising is the number of migrating shorebirds drawn to the 133 acres of the dredged material containment facility at Cox Creek.

"It was definitely an unintended consequence of building a dredge cell," Tim Carney, a Maryland Environmental Service (MES) Environmental Specialist I, said with a laugh. Although birders are

not allowed in dredged material containment areas, they use scopes to watch their feathered friends from the wetlands. Birders are allowed around the wetlands from 7 a.m. to 3:30 p.m., provided they sign in and receive a safety briefing. Local birding groups, such as the Anne Arundel Bird Club, occasionally arrange to do field trips on weekends.

"Everybody just loves it," Carney said.

Part of the wetlands is tidally influenced, and a stream feeding the freshwater section emerges from a wooded area, creating an ideal habitat. The rarest species to date is the tiny Black Rail, whose distinctive song was heard for about two weeks in 2011. The bird is extremely secretive, and birders



Little Blue Heron.

TIM CARNEY - SWAN CREEK



CAPTAIN KEVIN GUGLIOTTA, AMP

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GREENPORT



TIM CARNEY - SWAN CREEK

American Golden Plover.

didn't see it, but they were able to tape its song and verify that it was a Black Rail. "They never sighted it, but it sang all day," Carney said.

Last year, for the first time, two sandhill cranes appeared, and a huge sandpiper from the arctic, called a Hudsonian Godwit, was spotted. A rookery with herons and egrets is quite popular with birders, especially since the birds seem relatively unafraid of them and allow them to get close, which in turn has attracted two professional photographers. Swan Creek is also home to a pair of breeding bald eagles. But it's the birds passing through that make for unusual sightings. "They'll show up for a day or two and then something else comes along," Carney said.

The Maryland Port Administration recently opened to the public a section of Masonville Cove, another dredged material containment facility. Adjacent to the facility are 54 acres containing non-tidal wetlands, a bird sanctuary and a park area with a paved trail, a kayak launch, a fishing pier and an education center. The once-polluted former industrial land has been mitigated and capped to provide a clean habitat, and groups of school children helped plant it with native grasses. It, too, is expected to become popular with local birders. 🌐

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Time with TEACHERS

Seven teachers from Baltimore County schools and two from Baltimore City participated in a weeklong program last July that paired them with Port-related businesses. Developed by the Baltimore Port Alliance (BPA) in conjunction with the Living Classrooms Foundation, the program helped teachers learn how a major port functions and about the importance of maritime industries.

Then, in November, Rachel Hartman, a Dundalk High School English teacher who participated in the BPA program, took her ninth-grade students on the *Lady Maryland* schooner. The class learned the mechanics of ship sailing, trawled for fish and plankton, explored the Chesapeake Bay ecosystem and learned about the habits of whales. The students kept a journal of their on-board observations as if seen through the eyes of a character from *Moby Dick*.

"I think this is just the beginning of the partnerships we're building with these teachers," said Andrew G. Nixon, Vice President of Rukert Terminals Corp. who chairs the BPA's Education/Outreach Committee. "It's a great start. I think we've only scratched the surface of how we can educate children and teachers about the Port."

With a laugh, he added, "How many field trips did you take with your English class when you were growing up?" 🌐



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Port Report

2012



Executive View

CHARTING OUR CONTINUED GROWTH AT PUBLIC TERMINALS

Coming off a record year in 2012, the Port of Baltimore is going into 2013 with an internal forecast that shows continued growth for many of our key commodities. At the same time, we are still closely monitoring the economic situations in Europe and China to gauge how that might impact global commerce. While growth is always our goal, we also want to make sure we maintain our U.S.-leading market share in several key cargos.

Our updated strategic plan for the public marine terminals continues to chart our growth. That plan recommends cargo diversity and concentrating our efforts on five key commodities: autos, roll-on/roll-off (farm and construction machinery), containers, cruise and forest products. Last year, autos at the Port of Baltimore were up 17 percent coming off a record year in 2011. Auto exports were up 27 percent.

The Port of Baltimore enjoys a 48 percent East Coast market share of farm and construction machinery. Our proximity as the closest East Coast port to the Midwest enables manufacturers to get their products to our Port faster and less expensively than to other ports. In 2012, roll-on/roll-off cargo was up 16 percent as we handled a record of nearly 1.1 million tons. As the economy continues modest growth, roll-on/roll-off should continue on a good path in 2013.

Another key cargo of ours, containers were up 7.22 percent in 2012. We are very excited about the future of containers at the Port of Baltimore thanks to our public-private partnership with Ports America Chesapeake that has built a 50-foot-deep container berth and installed four state-of-the-art supersized cranes. This partnership has allowed the Port to become only one of two East Coast ports that will be ready to handle some of the largest container ships in the

world when the Panama Canal project is completed in 2015. However, we are not waiting until then! We can now receive large ships that travel through the Suez Canal, bringing more cargo and more man-hours to Maryland. In addition to this partnership, CSX's plans to construct a new intermodal facility in Baltimore will give the Port a much-needed and long-awaited ability to handle double-stacked container trains. If priced competitively by CSX, this will open up new markets and allow us to further grow this important business.

Our newest strategic commodity — cruise — has also been a bright light for our state. Last year, more than 240,000 people sailed on a cruise from the Port of Baltimore, which was our second-greatest year ever. Since moving in 2006 into our current cruise terminal right off Interstate 95, more than one million passengers have sailed from our Port. Our year-round cruising program includes two of the most popular cruise lines in the world, Royal Caribbean and Carnival. We regularly see cars parked at our cruise terminal from Pennsylvania, New Jersey, Virginia, North Carolina and Ohio. We are also positioned within the third-largest U.S. consumer market and in a state with the highest median household income in the nation. These factors lead us to believe that cruising has a very promising future at the Port of Baltimore.

While these are all good indicators that show our Port trending in the right direction, it is important to note that these successes would not happen without the thousands of men and women that comprise our outstanding Port labor force. Going forward, they will be a key reason for our growth and ability to remain as one of Maryland's main economic generators.

James J. White, *Executive Director*
Maryland Port Administration





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General Cargo

Port Report

2012

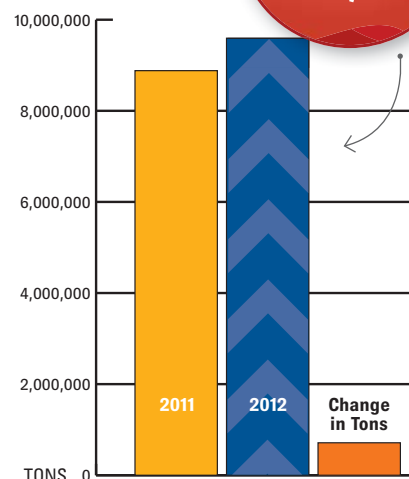


NEW
RECORD
SET

It was a record year for general cargo at the Port of Baltimore's public marine terminals, with 9.6 million tons crossing over the piers in 2012. That marked the first time that the Port surpassed nine million tons of general cargo, besting in the process the previous record of 8.96 million tons set in 2008. General cargo, which includes containers, autos, forest products and roll-on/roll-off (farm and construction equipment) finished 2012 up eight percent over 2011.

The successful year for general cargo was due in large part to having record years for containers, autos and roll-on/roll-off at the Port of Baltimore. The Port has been able to maintain and grow its market share in several key cargo commodities. Throughout this challenging economic period, Baltimore has been able to remain number one in the nation for roll-on/roll-off and imported forest products. It also has grown its auto business to where it is handling more cars than any other U.S. port.

Based off a strong 2012, the Port of Baltimore enters 2013 with a lot of momentum and positive trending moving forward.



GENERAL CARGO

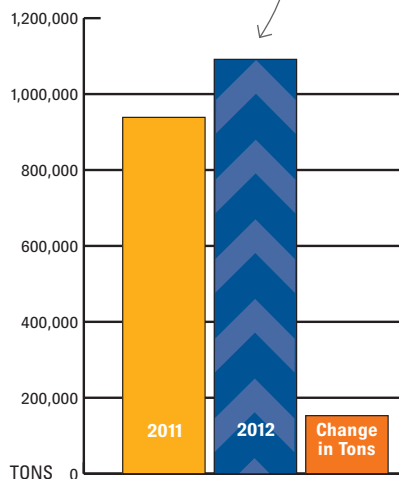
2012 9,594,462 Tons

2011 8,881,659 Tons

PERCENT CHANGE +8%

PREVIOUS RECORD

2008 – 8,962,045 Tons



ROLL-ON/ROLL-OFF

2012 1,091,520 Tons

2011 938,675 Tons

PERCENT CHANGE +16%

PREVIOUS RECORD

2008 – 969,272 Tons

It was a record year for roll-on/roll-off (ro/ro) in 2012 at the Port of Baltimore, with nearly 1.1 million tons of pure ro/ro cargo handled. That total was up 16 percent from 2011 and surpassed the previous record of 969,272 tons set in 2008. Ro/ro at the Port of Baltimore has continued the year-to-year growth it has been experiencing since the downturn of 2008. Last year, imported ro/ro was up 29 percent and exports were up five percent. Just as important to note is the growth also experienced by the Port's large and diverse group of competing ro/ro carriers — the vast majority of which booked increased tonnages during the year.

The ro/ro mix between imports and exports is changing. Import tonnage driven by our strategic location to much of the U.S. population continued to grow aggressively. The Port of Baltimore's reputation for efficiency, quality and labor are also main factors encouraging shippers and carriers to use this Port as their first point of entry.

Export tonnage, while still growing, is being affected by worldwide strategic changes in manufacturing locations made by U.S. and international companies using the Port of Baltimore. Challenges in export growth are expected in the future, as some additional high and heavy manufacturing facilities are scheduled to come online in 2013. Efforts to expand our base to include additional manufacturers will be a main focal point for 2013.

The overall increase in ro/ro cargo is an achievement to be proud of, and one that the Port of Baltimore will work to maintain and grow more. Weakening demand in Europe, China and Brazil could present challenges to this growth for 2013. Our emphasis will be placed on the Port's continued commitment to ro/ro, our quality programs such as QCHAT, the Ro/Ro Rodeo and a very skilled labor force.



Roll-On/
Roll-Off

Containers



**NEW
RECORD
SET**

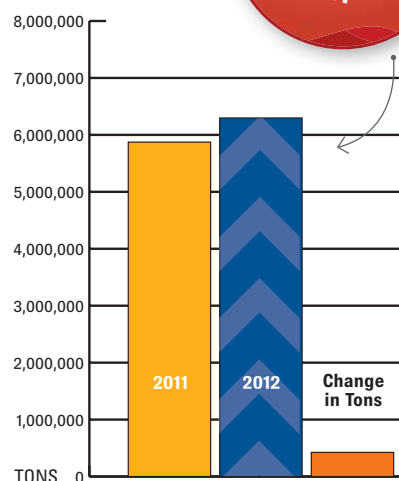
Container volumes continued an uptick as the Port of Baltimore handled a new record of nearly 6.3

million tons of containers in 2012, good for a seven percent increase over 2011. Part of Baltimore's success in containers was due to the continued success of MSC's Golden Gate and Evergreen's AUE services from Asia. The Port of Baltimore is also benefitting from existing long-term contracts with the two container shipping giants. Additionally, Baltimore's container business was boosted by a 22 percent increase in volume from CSAV's East Coast South American service. An ongoing, continuing effort to attract additional volume from Beneficial Cargo Owners (BCOs) was identified. Key BCO accounts such as IKEA, Pier 1 and Restoration Hardware all moved additional TEUs through Seagirt Marine Terminal in 2012.

As an added boost to the container business, the Maryland Port Administration and the Panama Canal Authority renewed their Memorandum of Understanding for five additional years. This was particularly critical while the Panama Canal expansion project continues. The goal of the agreement is to generate new business opportunities between Asia and the Port of Baltimore through the Panama Canal and exchange best practices between the two organizations.

Construction on the Port of Baltimore's 50-foot-deep container berth at Seagirt Marine Terminal under a public-private partnership with Ports America Chesapeake concluded in 2012. In addition to completing the 50-foot-deep berth, four new super-post-Panamax cranes arrived in Baltimore and are fully operational. Baltimore is one of only two ports on the East Coast that are able to accommodate some of the largest container vessels in the world.

The CSX railroad, the City of Baltimore and the State of Maryland announced in 2012 that a site had been identified for a new intermodal container transfer facility that will give the Port of Baltimore long-awaited access to double-stacked container trains. This, coupled with a new deep container berth and supersized cranes, promises a great future handling containers at the Port of Baltimore.



CONTAINERS

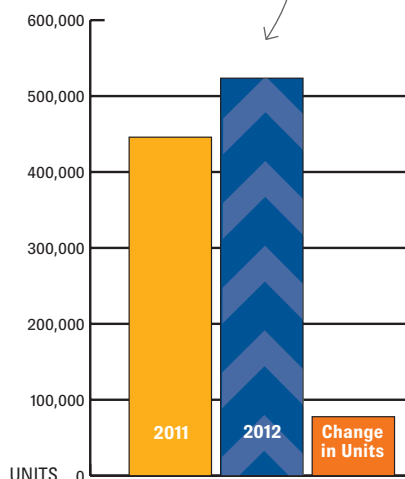
2012 6,297,486 Tons

2011 5,873,196 Tons

PERCENT CHANGE +7%

PREVIOUS RECORD

2011 – 5,873,196 Tons



AUTOS

2012 523,570 Units

2011 445,873 Units

PERCENT CHANGE +17%

PREVIOUS RECORD

2011 – 445,873 UNITS

Continued stronger demand for autos helped the Port of Baltimore achieve another record year in 2012. More than 523,500 cars moved over Baltimore's public marine terminals, a 17 percent increase over a then-record year of 2011 that saw more autos cross Baltimore's public and private piers than any other U.S. port. The auto industry itself had a 13 percent gain over 2011 and the Port of Baltimore outpaced that growth by four percent. Contributing factors to the success of autos at the Port of Baltimore are the cost-effective transportation of vehicles to the traditional Midwest markets and the Port's excellent labor environment.

Baltimore's reputation as an auto port is greatly enhanced by its nationally renowned quality program, QCHAT (Quality Cargo Handling Action Team). This program brings together all key players in the auto supply chain, including auto manufacturer, labor, processor, ocean carrier and the Port. These monthly meetings serve as a good confirmation that each auto leaving or arriving at the Port of Baltimore is handled with utmost white-glove care.

In 2012, Auto Warehousing became the Port of Baltimore's fourth onsite auto processing company — another big advantage for Baltimore's auto-handling business.



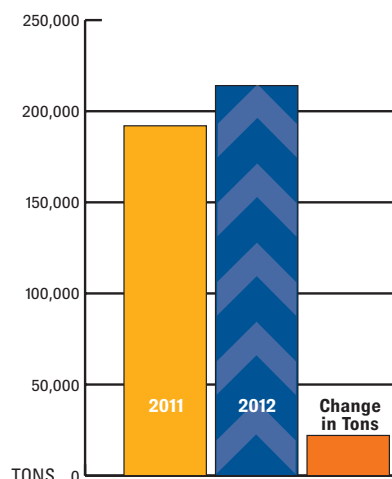
Autos

Breakbulk/ Bulk



The Port of Baltimore saw a healthy 11 percent gain in breakbulk in 2012. Power generation using wind technologies helped increase breakbulk tonnages. Bulk commodities like asphalt and molasses saw marked increases of seven percent and 28 percent, respectively. Both breakbulk and bulk are aided by Baltimore's strong local market, the fact that it is the closest inland port to the Midwest, and superior rail and highway connections.

Increases in breakbulk and bulk were aided by a strong year at the North Locust Point Marine Terminal, which handled copper slag, road salt, structural steel and steel pipe in 2012.



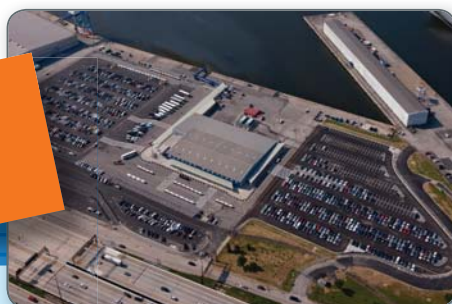
BREAKBULK/BULK

2012 214,069 Tons

2011 192,010 Tons

PERCENT CHANGE +11%

Cruise



2012

was another outstanding year for cruising from the Port of Baltimore. More than 240,600 people, the Port's second-highest total ever, sailed on 101 cruises from the Port.

Baltimore's two year-round cruise lines, Carnival and Royal Caribbean,

offer five-, six-, seven-, eight-, nine-, 10- and 12-night cruises. Cruises offer exciting itineraries to the Bahamas, Bermuda, Caribbean and New England/Canada.

Cruise activities at the Port of Baltimore generate approximately 200 direct jobs and \$90 million in economic impact.

The Port of Baltimore ranks fifth

among all East Coast cruise ports, 11th in the United States and 20th in the world for passengers. In 2011, the Port began using a state-of-the-art, climate-controlled, enclosed passenger boarding bridge. The bridge is mobile and flexible to accommodate various-sized cruise ships.

The location of the cruise terminal off Interstate 95 provides for marquee visibility and allows for

The Port of Baltimore handles more imported forest products than any other U.S. port. However, both rolled paper and pulp — the prime forest product commodities — experienced small downturns in 2012. The Port's largest finished paper importer had a 12 percent decrease due to the economic downturn and continued emergence of e-readers. Although finished paper will continue to be challenged with the emergence of additional digital devices, paper is projected to have a small rebound in 2013.

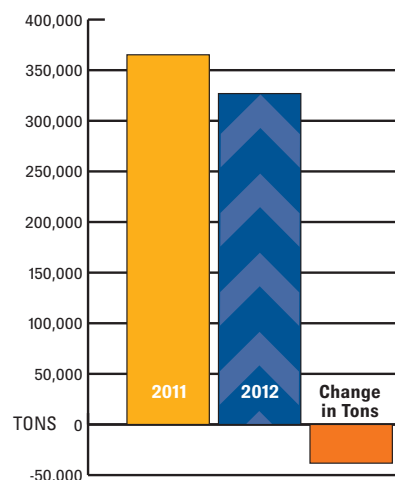
Pulp is used to produce goods such as paper towels, facial and toilet tissue, and diapers. Pulp's future at the Port of Baltimore is bright in 2013. There will be a new distribution center as well as additional pulp tonnage from our existing clients in Brazil. The Port of Baltimore's operational efficiencies, along with its existing deep-water drafts, are necessary to the pulp industry as ships continue to require deeper waters and larger berths. Baltimore's proximity to large consumer groups with the capability to be served by rail has helped the Port see continued growth.

Forest Products



easy access for cruise vacationers arriving from points north, south and west. With an ideal geographic placement within the third-largest U.S. consumer market and located within one of the most affluent regions in the nation, the future of cruising looks promising at the Port of Baltimore.

Cruise Maryland
from the Port of Baltimore
Gateway to your Getaway!

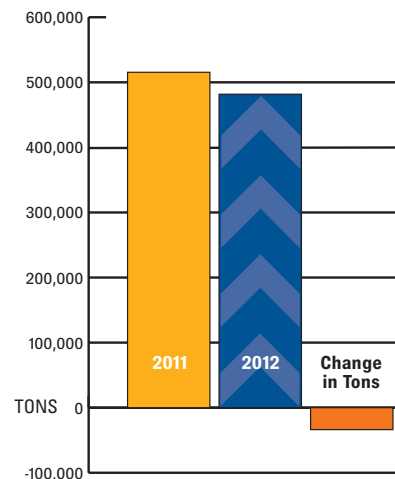


FOREST PRODUCTS-PAPER

2012 326,987 Tons

2011 365,219 Tons

PERCENT CHANGE -10%



FOREST PRODUCTS-PULP

2012 481,706 Tons

2011 515,433 Tons

PERCENT CHANGE -7%

ACCESS UNDER CONTROL



MPA Security Team Touts
New Enhancements,
Including 'One-Stop Shop'
for Assisting Port Visitors

BY KATHY BERGREN SMITH

The Port of Baltimore's marine terminals are busy places. On average, 3,000 individuals pass daily through the gates of the Dundalk and Seagirt facilities alone. Balancing the need to keep commerce moving forward while ensuring the safety of the people and cargo in the Port falls to the Maryland Port Administration (MPA) Office of Security. Headed by a former Federal Bureau of Investigation (FBI) special agent, the team has made significant enhancements

Right: MPA Director of Security David Espie noted that the state-of-the-art emergency operations center was activated during Hurricane Sandy for regular briefings from the U.S. Coast Guard's Captain of the Port.

to Port security, improved the terminal access process and welcomed a new workspace — all without slowing the flow.

MPA Director of Security David Espie came to Baltimore last year directly from the FBI, where he was a special agent and counterintelligence expert. He worked in both the Port of Boston and Port of Charleston as a case agent. In Charleston, he established the personnel and physical security procedures of Project Seahawk, a joint port security task force of federal, state and local law enforcement that became a model for interagency cooperation.

Espie is now sharing his counterintelligence training with Baltimore's

security personnel, bringing them skills such as Improvised Explosive Device (IED) recognition during vehicle searches.

"My goal is to create a professional and well-trained team that is up to date on the threats our Port faces," said Espie.

Along with the training, overall safety is further enhanced by physical improvements to the Port's security infrastructure. With grant money at her disposal, MPA Security Information Specialist Gina Watson has worked with engineers and IT designers to create a new workspace for the Office of Security at the Dundalk Marine Terminal.

Espie and Watson are joined by Melvin Jackson and Daniel Hughes, who balance

out the MPA team with Jackson's 35 years of maritime industry experience and Hughes' 16 years with the Department of Natural Resources police force. This group acts as a liaison to Maryland Transportation Authority Police (which provides law enforcement at the Port) and the frontline Securitas guards.

"We used to be squeezed into just a couple of offices in a dingy corner of the building," said Watson.

The newly renovated, second-floor space overlooks the truck gate. Closed-circuit TVs are monitored in a darkened room and servers are kept cool and dry. The space also houses a state-of-the-art emergency operations center large enough for officials



KATHY BERGEN SMITH

from multiple agencies to gather. During Hurricane Sandy in late 2012, the center was activated for regular briefings from the U.S. Coast Guard's Captain of the Port.

ACCESS CONTROL UPGRADES

The most visible security enhancement is the new Access Control Center (ACC) on Broening Highway, near — but not on — the marine terminals.

"It was important that we separate the visitor authorization from the regular traffic through the gates," said Espie.

The new center provides a "one-stop shop" for visitors to the Port who need an escort, badging for Port employees and vehicle stickers for those with authorization to bring a vehicle onto the terminal. Designed with a large parking lot for those meeting escorts, the ACC resembles a visitor's center. Inside, handpicked security guards and civilian personnel offer friendly customer service. ID badge renewals can

be obtained without appointments and without charge.

This project has been five years in the making, according to Watson, who explained that federal grant money was matched with state funds to get the center off the ground. Watson's commitment to the project earned her an "Employee of the

Year" award from the MPA.

"These new enhancements allow the Office of Security to better support overall security concerns, facilitate timely exchange of information and increase our preparedness and communication at MPA facilities," said Watson.

Espie added that port security is a



Gina Watson, above, stands outside the new Access Control Center, where handpicked security guards and civilian personnel offer friendly customer service.

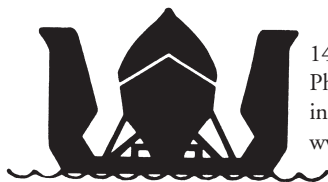


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UPCOMING ISSUE: March/April Environmental Issue:

- ▶ Maryland Port Administration (MPA) environmental achievements and goals
- ▶ Profiles of green-oriented, Port-related businesses
- ▶ Dredging update
- ▶ Meet members of MPA Safety, Environment & Risk Management

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dynamic and ever-changing field. With access issues resolved, he is focusing on cruise security.

"We are now beginning to assess and enhance security in this very important area," said Espie, adding that positive interaction with MPA Executive Director James J. White and Deputy Executive Director M. Kathleen Broadwater is crucial. "Our team is very fortunate to have such great support from the top." 🌐



PHOTOGRAPH BY KATHY BERGREN SMITH

Port of Baltimore Security Progress Under Governor Martin O'Malley

- >> Remote video surveillance system currently being installed at the public marine terminals. Closed-circuit cameras with analytic capabilities will further create a secure perimeter and access-control points.
- >> New Dundalk Marine Terminal truck plaza with state-of-the-art security enhancements installed.
- >> Radiation Portal Monitors introduced at gate access points.
- >> Customs Trade Partnership Against Terrorism Certification and validation acquired for the Port's public terminals.
- >> Perimeter fence line enhancement and preventive maintenance program implemented.
- >> Automated cyberlocks operational at all access-controlled gates.
- >> High-mast lighting and waterside physical barriers installed.
- >> The Port of Baltimore was one of the first Level II U.S. ports to implement the federal Transportation Workers Identification Credential (TWIC). A Maryland Port Administration smart card credential was also established as required terminal access.

The Port of Baltimore has received **five consecutive years** of **outstanding security assessments** from the **U.S. Coast Guard**.



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A New Day for SEAGIRT

With a 50-foot-deep container berth and four super-post-Panamax cranes now fully operational,

Seagirt Marine Terminal welcomes a new dawn at the Port of Baltimore — one that demonstrates the innovative and progressive spirit of the Port.

"It's an exciting thing to be able to put that berth to work," Ports America Chesapeake President and CEO Mark Montgomery said during a recent gathering of the Maryland/Washington D.C. District Export Council (DEC). The cranes at Berth IV are certified for 14,000-TEU vessels, which means that Seagirt is able to handle the largest class of ships that will be arriving in greater numbers as a result of the Panama Canal expansion. Work at the canal is expected to be completed in 2015. "The Port is ready for it!" Montgomery exclaimed.

Under an innovative public-private partnership between the Maryland Port Administration (MPA) and Ports America Chesapeake, construction on Seagirt's 50-foot-deep berth concluded in 2012. Baltimore is currently one of only two ports on the U.S. East Coast ready to receive some of the world's largest container vessels, such as the Mediterranean Shipping Company (MSC) *Joanna*. 

Seagirt Marine Terminal **BY THE NUMBERS**

SIZE: 284 acres

BERTHS: One 50-ft.-draft, 1,225-ft. container berth.
Three 45-ft.-draft container berths (two 1,028 ft., one 1,071 ft.).

CRANES: Four 50-long-ton super-post-Panamax ZMPC cranes.
Three dual-hoist and four single-hoist post-Panamax container cranes. Twelve rubber-tired gantry cranes.

Westway's World

Bulk Liquid Terminal Keeps Operation Clean, Quiet and at High Capacity



Nestled between the Fort McHenry National Historic Monument and the headquarters for sportswear giant Under Armour, Westway Terminals' location straddles the history and promise of the Port of Baltimore, its gleaming white tanks standing sentinel over the Inner Harbor.



Westway is a "for-hire" bulk liquid terminal with a seven-acre tank farm that receives cargo from every part of the world. While Westway operates 18 terminals worldwide (14 U.S. and four overseas), the Baltimore facility is one of three on the East Coast and is strategically placed to service the U.S. mid-eastern section.

Ocean, rail and truck cargoes are received and stored at the terminal, which handled approximately 398,000 tons of liquid in 2012. Per customer requirements, the tanks are unloaded onto various modes of transportation and dispatched to customer

locations throughout an eight-state region surrounding the terminal. Terminal capabilities include reception and dispatch of all liquid modes of transportation via ocean, rail and tanker truck, which includes a rail transload operation directly to the trucks.

"As a responsible community partner being located within close proximity of the Inner Harbor, our national treasure Fort McHenry and local neighbors, it is imperative that we constantly maintain a high state of vigilance as it pertains to safety, environment and the harbor," said Terminal Manager John Mitchell as he walked

around the pristine facility. "Westway is a verified member of the American Chemical Council's Responsible Care Partnership Program. Valued stakeholders include everyone involved with or affected by Westway's processes or actions."

Mitchell explained that the liquids stored in the tanks are a diverse group of products, each with their own characteristics. The storage mix of products includes, but is not limited to, molasses, caustic soda solution, fertilizers and oils. The terminal can handle most liquid cargoes, but Mitchell noted that Westway must constantly keep in mind the different characteristics of each product, ranging from weights and freezing points to boiling points and heating requirements, just to name a few. For example, molasses has unique pumping requirements; too much heat will cause the product to char or crystallize, yet too little heat will not allow movement of the product at all.

"Our systems are designed to mitigate the potential of releases, eliminate cross contaminations and contain or divert spilled products in order to minimize any impacts on the environment," Mitchell said.

An Army veteran who served in Operation Desert Storm, Mitchell finds managing the terminal very similar to a field operation — both require working with "a small unit designed to handle a myriad of responsibilities." Westway's nine Baltimore employees are all cross-trained in each job at the location, have hazardous materials training and enjoy the outdoors atmosphere of the Port. "Our turnover rate is almost nonexistent," Mitchell said. "Our personnel enjoy the working atmosphere Westway and the Port of Baltimore provides, thus they tend to stay around awhile."

Mitchell's primary concerns are the safety of Westway's employees, contractors and local vendors, as well as customer service. He is proud to say that the facility has been operating more than 2,100 days without an OSHA-recordable injury incident. "This accomplishment is a tremendous milestone for the company and a testament to the employee contribution and ownership of safety throughout the Baltimore facility," Mitchell said.

Steve Fischer, the senior product handler on Mitchell's team since 2000, added that, when working with liquid cargoes, "You have to be a little bit of a chemist to work here. We are learning all the time and need to stay on our toes."

Westway is preparing to partner with its neighbor, Under Armour, to apply murals on some of the storage tanks along Hull

Street. It will be a champion honorarium highlighting several Maryland sports figures.

Back in 2004, Mitchell had all terminal-related truck traffic transit through the Port of Baltimore's North Locust Point terminal to keep it off residential streets. Furthermore, although the terminal can operate 24 hours a day, there is little sound from the liquids pumping. As such, the tank murals could become the first time some people really notice the Westway terminal at North Locust Point.

As Mitchell explained, "If you don't know we are here, we are doing our job". 🌐



Westway Terminal Manager John Mitchell oversaw the handling of approximately 398,000 tons of liquid last year in Baltimore.



Westway Terminals At-A-Glance

Terminal Capacity:	18,824,586 Gallons
Number of Tanks:	15
Range Tanks:	854,759 – 2,973,400 Gallons
Modes Served:	Tanker, Barge, Rail, Truck
Rail Service:	CSX
Commodities Handled:	Acids, Agricultural Products, Molasses Products, Chemicals

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A BOW TO R.S. STERN

Nation's Oldest Continually Operating
Chandler Keeps Getting the Job Done

BY NANCY MENEFEE JACKSON

Photography by Kathy Bergren Smith

In the wake of Hurricane Sandy last October, when the U.S. Maritime Administration needed to quickly dispatch the S.S. *Wright* for relief efforts, the ship's operator, Crowley Maritime Corporation, called upon a Baltimore company to fully stock the ship.

Ship chandler R.S. Stern Inc., the oldest continually operating ship supply company in the United States and the largest at the Port of Baltimore, got the job done in less than 48 hours.

"We're pretty attuned to working under pressure and getting things turned around quickly," said Alan Kotz, President of R.S. Stern, adding that they organized and

loaded more than 60 pallets of food.

Walk into the company's Canton warehouse and you'll see orders neatly stacked on pallets, earmarked for individual ships. The orders include everything from industrial-sized buckets of Stern Suds, the company's own brand of laundry detergent, to ropes, rags for the engine room, provisions for the galley and bottled water — lots and lots of bottled water.



President Alan Kotz says R.S. Stern is stocked and ready to handle the pressure of new challenges that crop up every day.



'Right Place ... RIGHT TIME'

R.S. Stern began in 1870 when 22-year-old Robert Samuel Stern opened a meat stall in Baltimore's Lexington Market. As the Port of Baltimore grew in those post-Civil War years, Stern began supplying ship captains with meat and vegetables. In 1929, Stern's sons opened a warehouse on Conway Street, near what is now the infield at Oriole Park at Camden Yards. Lou Crystal, Alan Kotz's grandfather, owned a slaughterhouse and knew the Sterns. In 1966, he purchased the company from them, and Kotz came on board after graduating from Indiana University in 1972.

"I majored in business, but they didn't teach me a lot about ships out there in Indiana," he said with a laugh.

Kotz learned quickly, explaining, "Anybody can supply apples and oranges, but it's the way you do it — it's being at the right place at the right time, knowing the docks — that's what makes a real ship supplier."



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Beyond those orders loom 40,000 square feet of warehouse space, including a minus-10-degree freezer the size of a great room and an equally cavernous refrigerated space. Shelves are stacked to the ceiling with everything from mops and cleaning supplies to large jars of spices and cases of Coca-Cola.

Anything a ship — and her crew — might need, R.S. Stern supplies it at any time. (In a 24/7 business such as his, Kotz jokes that the S.S. before a ship's name stands for "Saturday and Sunday.")

"There's a new challenge every day," he noted. "You never know when that funny situation comes up and you have to do your part to help make that ship leave."

In late December, after learning that a ship snapped its mooring lines, Kotz instructed his administrative assistant, Pam Keller, to contact the ship's agent and find out if anything was needed. The relieved agent, who was just about to call R.S. Stern, needed six new mooring lines. Kotz quickly dispatched a truck to the manufacturer in New Jersey and had all six to the ship by 8 p.m., enabling it to depart on schedule.

The company once had a saying: "At R.S. Stern, we never say no." Thus, it's not surprising that the company's 15 employees are no strangers to unusual requests. Kotz once got a call for a 6-foot-by-6-foot section of real turf to make a potty spot for a dog on board a passenger ship. Keller has been asked to shop for birthday gifts for captains' wives and recently fielded a request from another captain who wanted live plants for his office.

At the same time that one of Kotz's employees was looking to sell his small pickup truck, a large car carrier was looking for a work vehicle to travel among the decks. Kotz sold them the pickup and then returned to the warehouse to tell the employee.

While the unique requests make for humorous stories, most of the day's work is spent stocking and delivering basic supplies.

"We inventory about 6,000 different products," Kotz said. "We know what basic products will move." The food stores reflect the international flavor of the business, with Weetabix cereal for British crews, and Filipino and Indian foods. Coke is more popular than Pepsi, except with Russian crews, but everyone

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R.S. STERN At-A-Glance



- > The oldest continually operating ship supplier in the U.S., founded in 1870.
- > Based at 1000 S. Highland Avenue in Baltimore, with 15 employees.
- > 6,000 items in inventory.
- > Once provided six-and-a-half tractor-trailer loads of food and supplies to the USNS *Comfort* so that it could sail within 36 hours for a Gulf War tour of duty.

www.rsstern.com




wants bottled water — a coal ship recently asked for 160 cases.

Jimmy Persson, Chief Cook on the ACL *Atlantic Conveyor*, appreciates the ability to order regional specialties for Filipino crewmembers. "I can serve them a little taste of home," he said, adding, "It brings a smile to my face when I see the fresh vegetables delivered by R.S. Stern."

In addition to food, the company specializes in what it calls "deck/engine," supplying everything needed for a ship, from ropes and metric tools to paint. They also supply hazardous materials and chemicals.

Kotz is chair of COMPASS, the Committee of Marine Professionals and Ship Suppliers. He also represents the United States on the Board of Directors for the International Ship Suppliers and Services.

Kotz generally supplies ships on credit, but noted, "Our record of bad debts is probably less than one-third of one percent, something I'm very proud of." He recalls one time chasing a ship that owed him money for three years, and finally caught up with the ship when it entered the Chesapeake Bay — its last stop before heading to India to be scrapped. "I'm very persistent," he said. 

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COMPANY PROFILE:

CSAV Group

BY NANCY MENEFEE JACKSON

With almost 140 years of history, CSAV Group is one of the oldest shipping companies in the world.

Based in Chile, the shipping company has a consolidated commercial network of 105 agencies distributed throughout the world, with regional offices in Europe, Asia, the Indian Subcontinent, the East Coast of South America, North America and the

Caribbean, and the West Coast of South America. With its subsidiaries Libra and CSAV Norasia, CSAV Group is present in the most important world markets, with a strong leadership in the routes to and from both coasts of South America as well as a prominent presence in the traffics of the main emerging markets, providing services for general cargo; bulk, refrigerated and frozen cargo; and vehicles.

According to company officials, CSAV

Group — conscious of its customers' needs — has, in recent years, significantly improved the integration of its commercial and operational processes, establishing a strong technological platform that enables the company to provide efficient service in line with its expectations.

FLEET: CSAV's fleet has a capacity close to 277,000 TEUs (Twenty-foot Equivalent Units). The company's focus in the last few years has been on owning its own ships. At the beginning of 2011, it owned just nine percent of its ships. As of July 2012, when it took delivery of a new containership, *Tirúa*, it owned almost 40 percent of its fleet. The *Tirúa* is the last of a series of seven vessels, all named for Chilean rivers, ordered from the Samsung Heavy Industries shipyard as part of CSAV's ship



www.csav.com



acquisition plan. The new ships, each with a capacity of 8,000 TEUs, are equipped with the latest technology and designed to operate with greater efficiency while reducing environmental impact.

ENVIRONMENT: Always with the objective of progressing in matters related to reducing the impact that the operation has on the environment, the company joined the Clean Cargo Working Group (CCWG), which forms part of Business for Social Responsibility (BSR), a leading organization in matters of corporate social responsibility at the global level, and whose principal purpose is to reduce the environmental impact of the global transportation of products. The company has also earned ISO 14001 certification for its environmental management policies. 🌐



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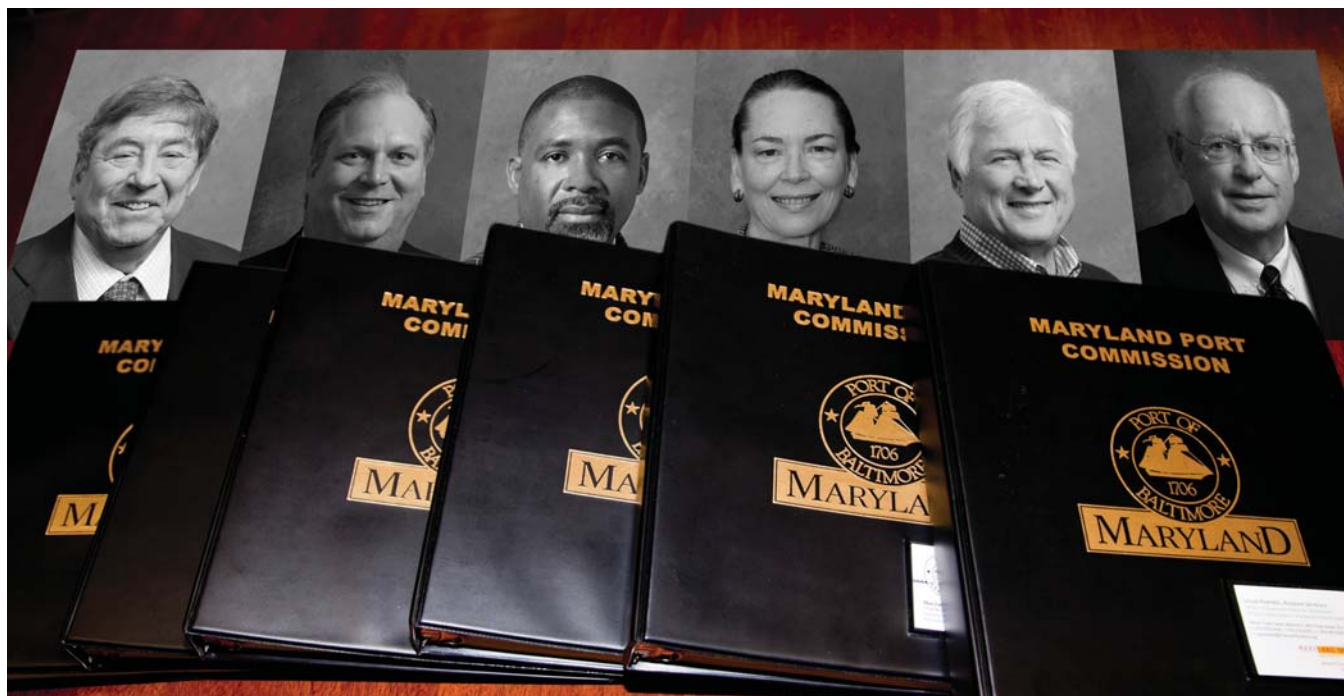
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Meet the Commissioners

BY MERRILL WITTY
Photography by Kathy Bergren Smith



Appointed by the governor, the six members of the Maryland Port Commission have a shared aim: to establish policies directed toward improving the competitive position of the Port of Baltimore within the international maritime industry. We recently asked the Commissioners about their work: the most rewarding aspect of being on the Commission, their greatest accomplishments and their goals moving forward.

William B. Dockser

Since 1974, Dockser has been Chairman and founder of CRI, Inc., one of the largest private owners of multi-family and commercial properties in the nation. He has also been Chairman of the Board of two NYSE-listed mortgage companies and four American Stock Exchange-listed, government-insured mortgage companies. He has previously served as President of Kaufman and Broad Asset Management, Inc., at that time the nation's leading homebuilder. A graduate of Harvard University and Yale



Law, Dockser has long been active in industry, charitable and political activities and is currently Chairman of the Dockser Family Foundation. He is an avid sailboat racer, having won all four International Rolex Regatta races in St. Thomas in the same year.

Most rewarding aspect of being on the Commission: Being part of a wonderful tradition of watching over the growth and operations of the Port of Baltimore for the State of Maryland. We must look at today, next year and many years into the future for the health of the economy and our environment.

Greatest accomplishment with the Commission: Growing the business of the Port in a sound financial way (public-private partnership) and guiding the future growth to maintain and grow jobs, economic activity, and sound environmental planning for the future.

Primary goal moving forward: 2012 was a great year for the Port. 2013 has a few issues that will unfold in the months to come. We must stay competitive in a tough economy for the shipping industry.

Donald C. Fry

Fry is President and CEO of the Greater Baltimore Committee (GBC), the central Maryland region's most prominent organization of business and civic leaders. Among its many initiatives, the GBC has been particularly supportive of the region's growth in the emerging bioscience industry, and also continually strives to "bridge the gap" between large companies and minority-owned companies to create an even more unified business community. Fry formerly served in the Maryland General Assembly as a state senator, chairing the Transit Advisory Panel, and represented the House of Delegates on the Governor's Commission on Management and Productivity. He has served on many boards, including those for Harford Mutual Insurance Companies, Goodwill Industries of the Chesapeake and The Pride of Baltimore, Inc.



Most rewarding aspect of being on the Commission: The tremendous opportunity to be involved with one of the state's most significant economic engines. The historical impact that the maritime industry has had on Baltimore and our state is too often overlooked, but the number of direct and indirect jobs that are associated with the Port is impressive.

Greatest accomplishment with the Commission: Without a doubt, the public/private partnership agreement with Ports America for the 50-foot berth at Seagirt Marine Terminal. Government is often criticized for not having a long-range vision. The widening of the Panama Canal presented an opportunity that was recognized by the Port's leadership, and securing an innovative funding approach was an extraordinary success.

Primary goal moving forward: To effectively communicate the success and economic impact of the Port as well as the challenges that lie ahead to remain successful and competitive. It is essential that elected decision makers commit to the infrastructure investment that is needed to maintain the Port's competitive edge.

Rev. Donte L. Hickman, Sr.

Upon becoming Pastor of Southern Baptist Church in Baltimore in 2002, Hickman helped develop a vision and mission statement for the church, led renovation efforts, initiated a TV and radio broadcast ministry, and further emphasized outreach. In 2004, he commissioned task forces to determine the demographic needs of East Baltimore and create a multi-generational strategy of community revitalization. Under the banner "Restoring People and Rebuilding Properties," he led a campaign of property acquisition to build a 60-unit senior housing facility and health center. Hickman was appointed by then-Mayor Martin O'Malley to serve as a Housing Authority Board Commissioner, and is the newest member of the Port Commission, having joined in 2012.



Most rewarding aspect of being on the Commission: The opportunity to meet and engage a diverse group of business and industry leaders to positively impact our state with year-over-year trends of success and growth, establishing workforce development initiatives and bolstering the economy.

Greatest accomplishment with the Commission: That the Port has seen its one-millionth passenger in its cruise line terminals since 1996. The total economic value to the State of cruising from the Port of Baltimore is about \$90 million.

Primary goal moving forward: To expand my knowledge base of the Port's operations and to continue to assist in cultivating the competitive advantage toward making our Port a number-one destination and trade route.

Peta N. Richkus

While serving as Secretary of the Maryland Department of General Services (DGS) from 1993 to 2003, Richkus was responsible for 725 employees, an \$81.5 million operating budget and a \$430 million capital budget. She was also construction advisor to the Board of Public Works, while also chairing the Maryland Green Buildings Council and the Electricity Deregulation Advisory Committee. She served as a member of the Smart Growth Subcabinet, the Information Technology Board, the Procurement Advisory Council, the Interagency Council for Public School Construction, the Maryland Security Council, the Task Force on Public School Construction, and many others. She led DGS to national recognition in the areas of technology, innovation and effectiveness in government. She teaches university courses in government and business and consults with private firms.



Most rewarding aspect of being on the Commission: Being associated with a staff and a Commission that take this thoughtful and deliberate approach to pursuing its goals.

Greatest accomplishment with the Commission: The successful and timely completion of the new post-Panamax cranes [and] the public-private partnership accomplished in the face of huge financial uncertainty in the financial markets — both testimony to the careful and thorough path followed to reach the goal.

Primary goal moving forward:

The Port is equally committed to the stewardship of its resources and the environment, and to its public mandate to serve as an employment engine in the region.

Theodore G. Venetoulis

A former Baltimore County Executive from 1974-1978, Venetoulis has been Chairman and CEO of *Corridor Media Inc.*, a regional business and political news source for the Baltimore-Washington corridor, as well as Chairman and CEO of *H & V Communications*, a global company providing custom marketing and publishing for economic development, transportation, tourism, and convention organizations. He is a founding member and Director of the Columbia Bank Corp. and Chairman of the Governance Committee. He has authored two books: *The House Shall Choose*, a history of the two Presidential elections determined by the House of Representatives, and *Against the Urban Wall*, a study of urban politics. He has also lectured extensively on politics, governance, economic development and media and journalism.



Most rewarding aspect of being on the Commission: Working with Governor Martin O'Malley, [Maryland Port Administration Executive Director] Jim White, the Port's extremely competent professional staff and fellow Commissioners to continue to build the Port into one of the state's most powerful economic engines with a burgeoning national reputation.

Greatest accomplishment with the Commission: The public-private partnership negotiated between the Governor and Ports America, an agreement that assures the Port's global presence as a first-class maritime facility long into the future.

Primary goal moving forward:

Maintaining and increasing the Port's channel depth by establishing an aggressive program for the beneficial reuse of dredged material, keeping the Port competitive by helping to forge a strategic plan that deals with the maritime potential of both Sparrows Point and Port Covington, and growing the Port's cruise activity.

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Charles H. White, Jr.

A Senior Research Fellow at the Tuck Graduate School of Business at Dartmouth, White has more than 30 years' experience in transportation policy on the national level. He has also been Visiting Professor of Logistics and Intermodal Transportation at the U.S. Merchant Marine Academy at Kings Point, NY. Early in his career, he was Chief of Litigation at the former Interstate Commerce Commission, responsible for defending the agency's orders deregulating the nation's trucking industry. Between government assignments, White practiced law and participated in all major railroad merger proceedings during the '80s and '90s that collectively transformed and revitalized the freight railroad industry. The Yale Law graduate has advised many foreign governments on transportation regulatory, safety and infrastructure issues.

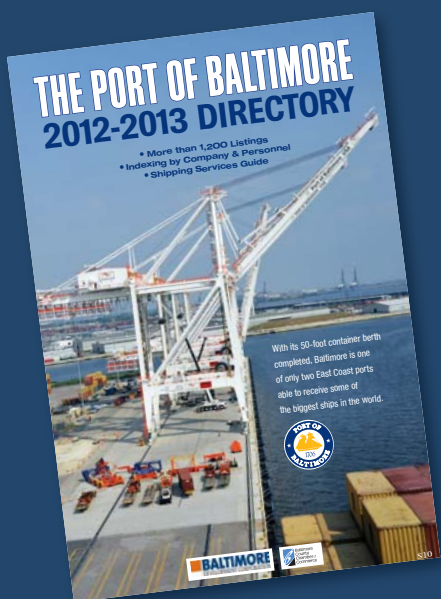


Most rewarding aspect of being on the Commission: Being associated with the Maryland Port Administration's outstanding management and staff during this critical time in the Port's development.

Greatest accomplishment with the Commission: Without a doubt, the precedent-setting public-private partnership with Ports America.

Primary goal moving forward: Helping the Port fully potentiate the competitive advantage it now has with its 50-foot berth, especially with regard to cooperation with CSX in establishing efficient and competitive double-stack intermodal service. 

For more information about the Maryland Port Commissioners, go online to www.marylandports.com/content/MPA-Divisions-port-commissioners.php



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BILL MCALLEN

Arborella Makes First Stop in Baltimore

The STX *Arborella*, built in 2012 and flying the flag of the Marshall Islands, recently called on the Port of Baltimore. The vessel's length and breadth are 199 meters by 32 meters.

Agent: Norton Lilly International

Stevedore: Balterm

On hand for the STX *Arborella* wheel ceremony were, from left, Fibria (Sao Paulo, Brazil) General Manager Colin Bilton, Capt. Gi-Hyeon Hong, Ricardo L. Schiappacasse of the MPA, Balterm President Trip Bailey and Richard Powers of the MPA.

Strait of Gibraltar Journeys to Port

The M/V *Strait of Gibraltar*, a roll-on/roll-off (ro/ro) vessel operated by the Panama-based SC Line and flying the flag of England, made a recent stop in Baltimore. The vessel is 200 meters long, with a breadth of 26 meters.

For more information about SC Line's Baltimore service, see the story on page 7.

Agent: Terminal Shipping Co.

Stevedore: Ruxton Services /
Ports America Chesapeake



BILL MCALLEN

Celebrating the arrival of the *Strait of Gibraltar* were, from left, Joseph M. Greco Sr. and Ricardo L. Schiappacasse of the MPA, Capt. Brian Dunleavy and SC Line U.S.A. CEO Jose Maria Sola Matas.

STORY BY KATHY BERGREN SMITH

An article about the grand opening of the B&O ore pier in Baltimore appeared in the May 15, 1951 edition of the *Pittsburgh Press*, accompanied by this photo. The 650-foot pier, constructed to accommodate the largest class of ocean-going ore carriers at the time, was capable of unloading 2,000 tons of iron ore per hour from a ship into railcars. The newspaper reported that "the first modern, completely new facility of its kind" demonstrated remarkable advances in "the design and construction of machinery to unload bulk material quickly and economically."

Two unloaders, spanning 65 feet, were fitted with giant material-handling buckets built by Pittsburgh-based Dravo. The conveyor running from the pier to the hopper was made by B. F. Goodrich and, at 1,812 feet, was the longest single loop conveyor in existence. The pier was constructed by the B&O Railroad at a cost of \$5 million to serve the booming steel industry of the northeast.

Later, the pier was expanded to 900 feet to accommodate larger ore carriers. Today, the pier is operated by CSX and handles a variety of bulk cargoes. 🌐



The above photograph is provided courtesy of the Baltimore Museum of Industry and is part of the museum's BGE collection. Visit the Baltimore Museum of Industry at 1415 Key Highway on the south side of the Inner Harbor; check out their website at www.thebmi.org; or call 410-727-4808. The museum is open Tuesday through Sunday, 10 a.m.-4 p.m.

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